

NATIONAL PACKAGING SERVICES CORPORATION

Andrew F. Hetzel, Jr. was no stranger to the paper industry when he founded NPS Corporation. As an 18-year veteran of Kimberly Clark Corporation, Hetzel seized the opportunity to purchase Kimberly Clark's KIMPAK® business in 1996. The KIMPAK product line is made up of a wide variety of environmentally friendly, tissue-based, protective packaging materials, which have been in existence



SBA Administrator Hector Barreto visits Andy Hetzel at NPS Corporation

for over 75 years. The product line is currently marketed by NPS under its VERSA-PAK brand name.

To help fund the acquisition, Hetzel took full advantage of SBA's 504 Program to complete the deal and purchase the necessary equipment to get the venture off the ground. Cindy Esterling, the Certified Development Company's Executive Director, recalls, "The deal was done in two weeks; the fastest loan we ever did."

Since 1996, NPS has achieved fantastic growth, even during the economic downturn experienced within the manufacturing sector.

Through additional strategic business acquisitions in 2000 and 2001, capital investments in equipment and product line diversifications, NPS was able to expand from its original one-product line company, to now include a complete line of Spill Control Products marketed on a worldwide basis under its SPILFYTER brand. In addition, to help complement its SPILFYTER and VERSA-PAK businesses, NPS added a line of Tissue and Towel products marketed under its RESPONSE brand name. Importantly, NPS' growth created additional jobs to the local economy - growing from 5 employees in 1996, to over 80 employees today.

Hetzel attributes NPS' success to the hard work and dedication of its employees and a fast-to-act, customer-focused, team-based culture. Furthermore, by striving for continuous improvement in efficiencies throughout the company, NPS is able to profitably meet customer needs for high-quality products at a reasonable price.

NPS also has a great environmental story. Its VERSA-PAK and RESPONSE products are all made with 100% recycled fiber. In addition, NPS consumes 100% of its internally generated production waste as components in its various Spill Control Products. Finally, NPS' Spill Control Products are used by its customers around the world as they strive to protect our environment from spills, both on land and water.

NPS has successfully developed a thriving business by finding a niche with its Spill Control, Protective Packing and Tissue and Towel products.

At SBA's recent Region V 50th Anniversary Celebration at Lambeau Field in Green Bay, Andy was honored as Wisconsin SBA's District Director Choice Award recipient. Congratulations to Andy and NPS.

[Back to WI SBA News](#)